

By DAVID GRAHAM PHILLIPS, Author of "THE COST Me (COPPENT 1905 by the BORRS-MERRILL COMPANY)

no outlet now to any market, except

As soon as I had thought the situa-

that there was no escape for me now,

that whatever chance to escape I

might have had was closed by my

uncovering to Saxe and kicking him

But I did not regret; it was worth the

money it would cost me. Besides, I

turn it to good account. A sensible

man never makes fatal errors. What-

ever he does is at least experience,

and can also be used to advantage.

If Napoleon hadn't been half dead at

used its disaster as a means to a

When I walked into Mowbray Lang-

flower in my buttonhole. I thrust out

my hand at him. "I congratulate

pursued, "about the canal bill." "What canal bill?" he asked.

"That puzzled look was a mistake,

Langdon," said I, laughing at him.

great victory.

you," said I.

warned him.

questioning look.

the outlets the coal crowd owned?

DANGER SIGNALS.

At that time I did not myself go over the bills before the legislatures of those states in which I had interests. I trusted that work to my lawyers-and, like every man who ever absolutely trusted an important division of his affairs to another. I was severely punished. One morning my eye happened to light upon a minor paragraph in a newspaper-a list of the "small bills yesterday approved by the governor." In the list was one "defining the power of sundry commissions." Those words seemed to me somehow to spell "joker." But

All I know is that, busy as I was, something inside me compelled me to exercising on a clear frosty morning; drop everything else and hunt that and my smile was as fresh as the 'joker" down. I got Saxe-then senior partner in Browne, Saxe & Einstein-on the 'phone, and said: "Just see and tell me, will you, what is the 'bill defining

the power of sundry commissions'-

the bill the governor signed yester

why did I call up my lawyers to ask

them about it? It's a mystery to me.

day?" "Certainly, Mr. Blacklock," came the answer. My nerves are, and always have been, on the watchout for the looks and the tones and the gestures that are just a shade off the natural: and I feel that I do Saxe no injustice when I say his tone was, not a shade, but a full color, off the natural. So I was prepared for what he said when he returned to the telephone. "I'm sorry, Mr. Blacklock, but we seem unable to lay our hands on that bill at this moment."

"Why not?" said I, in the tone that makes an employe jump as if a whip lash had cut him on the calves. He had jumped all right, as his

voice showed. "It's not in our file," said he. "It's house bill No. 427, and it's apparently not here." "The hell you say!" I exclaimed.

"Why?" "I really can't explain," he pleaded

and the frightened whine confirmed my suspicion. "I guess not," said I, making the words significant and suggestive. "And you're in my pay to look after

such matters! But you'll have to explain, if this turns out to be serious." "Apparently our file of bills is complete except that one," he went on. "I suppose it was lost in the mail, and I very stupidly didn't notice the

gap in the numbers." "Stupid isn't the word I'd use." said I, with a laugh that wasn't of the kind that cheers. And I rang off and asked for the state capitol on the

"long distance." Before I got my connection Saxe, whose office was only two blocks away, came flustering in. "The boy has been discharged, Mr. Blacklock,'

he began. "What boy?" said I. "The boy in charge of the bill file -the boy whose business

keep the file complete." "Send him to me, you damned scoundrel," said I. "I'll give him a job. What do you take me for anyway? And what kind of a cowardly hound are you to disgrace an innocent boy as a cover for your own crooked

"Really, Mr. Blacklock, this is most extraordinary," he expostulated.
"Extraordinary? I call it crim-

inal," I retorted. "Listen to me. You look after the legislation calendars for me, and for Langdon, and for Roebuck, and for Melville, and for half a dozen others of the biggest financiers in the country. It's the most important work you do for us. Yet you, as shrewd and careful a lawyer as there is at the bar, want me to believe you trusted that work to a boy! If you did, you're a damn fool. If you didn't, you're a damn scoun There's no more doubt in my mind than in yours which of those overdid it; you've given yourself horns has you sticking on it."

"You are letting your quick tempe get away with you, Mr. Blacklock,' he deprecated.

"Stop lying!" I, shouted. "I knew you had been doing some skulduggery when I first heard your voice on the telephone. And if I needed any proof, the meek way you've taken my abuse would furnish it, and to spare.

Just then the telephone bell rang and I got the right department and asked the clerk to read house bill 427. It contained five short paragraphs. The "joker" was in the third, which gave the state canal commission the right "to institute condemnation proceedings, and to condemn, and to little canal." abolish, any canal not exceeding 30 miles in length and not a part of the

connected canal system of the state." When I hung up the receiver I was so absorbed that I had forgotten Saxe was waiting. He made some slight sound. I wheeled on him, I needed a vent. If he hadn't been there I should have smashed a chair. But there was he and I kicked him out of my private office and would have kicked him out through the antercom into the outer hall, had he not gathered himself together and run like a

jack-rabbit. Since that day I have done my own

calendar watching.

My lawyers had sold me out; I, fool that I was, had not guarded the only weak plate in my armor against my companions-the plate over my back, shed assassin thrusts. Roebuck and Langdon between them owned tho governor; he owned the canal commission; my canal, which gave me access to tide-water for the product of my Manasquale mines, was as go as closed. I no longer had the whiphand in National Coal. The others could sell me out and take two-thirds of my fortune, whenever they liked- | would be silly." of what use were my mines with

sharp talk to Roebuck had set them to estimating my value to them.

"Sam Ellersly," Langdon presently emarked, "tells me he's campaigning hard for you at the Travelers. I hope you'll make it. We're rather a slow crowd; a few men like you might stir things up."

I am always more than willing to give others credit for good sense and good motives. It was not vanity, but this disposition to credit others with sincerity and sense, that led rus to believe him, both as to the coal mat-

ter and as to the Travelers club. "Thanks, Langdon," I said; and that he might look no further for my motive, I added: "I want to get into that club much as the winner of a race wants the medal that belongs to I've built myself up into a rich man, into one of the powers in finance, and I feel I'm entitled to tion out in all its bearings, I realized recognition."

VI.

OF "GENTLEMEN." When I got back to my office and was settling to the proofs of the "Letters to Investors," which I published thought I saw how I could later on in sixty newspapers throughout the country and which daily reached upward of five million people, Sam Ellersly came in. His manner was certainly different from what it had ever been before; a difference so subtle Waterloo, I don't doubt he would have that I couldn't describe it more nearly than to say it made me feel as if he had not until then been treating me as of the same class with himself. I don's office, I was like a thoroughbred smiled to myself and made an entry in my mental ledger to the credit of Mowbray Langdon.

"That club business is going nicely," sald Sam. "Langdon is enthusiastic. and I find you've got good friends on He took the proffered hand with a the committee."

I knew that well enough. Hadn't "On what?" said he. It is hard to I been carrying them on my books at tell from his face what is going on in a good loss for two years?

his head, but I think I guessed right "If it wasn't for-for some features when I decided that Saxe hadn't yet of this business of yours," he went on, "I'd say there wouldn't be the "I have just found out from Saxe," slightest trouble." "Bucket-shop?" said I with an easy

> laugh, though this nagging was beginning to get on my nerves. "Exactly," said he. "And, you know

When you don't know anything about you advertise yourself like-like-



KEEP OUT OF THE MARRIAGE, MATT, HE ADVISED.

a matter, you look merely blank. You,

away." He shrugged his shoulders. you please," said he. As you please of his enterprises, as far as he knows was his favorite expression; a stereotyped irony, for in dealing with him, things were never as you pleased, but always as he pleased.

"Next time you want to dig a mine under anybody," I went on, "don't hire Saxe. Really I feel sorry for you-to don't believe to be true, and that when have such a clever scheme messed by

such an ass." "If you don't mind, I'd like to know what you're talking about," said he, with his patient, bored look.

"As you and Roebuck own the gov ernor, I know your little law ends my

"Still I don't know what you're talk ing about," drawled he. "You are always suspecting everybody of double dealing. I gather that this is another instance of your infirmity. Really, Blacklock, the world isn't wholly

made up of scoundrels. "I know that," said I. "And I will for you-I regard you as one of the sical instrument strings. decentest men I ever knew-outside of you'd keep your word, as long as the

other fellow kept his." "Thank you," said he, bowing from ically. "This flattery makes me suspect you've come to get something."
"On the contrary," said I. "I want to give something. I want to give you my coal mines."

"I thought you'd see that our offer was fair," said he. "And I'm glad you have changed your mind about quarreling with your best friends. We can the consumption! be useful to you, you to us. A break

"Like everybody else, only more successfully than most," said I. "Everybody advertises, each one adapting his advertising to the needs

how." "That's true enough," he confessed "But there are enterprises and enterprises, you know."

"You can tell 'em, Sam," said "that T never put out a statement I tion to dinner. And I had not so much any of my followers lose on one of my

I assented. And I decided that my dps, I've lost on it, too. For I play my own tips-and that's more than can be said of my 'financier' in this town."

> After a while I dragged in the subject. "One thing I am and will do to get myself in line for that club." said, like a seal on promenade. "I'm sick of the crowd I travel with the men and the women. I feel it's acout time I settled down I've got a for tune and establishment that needs a woman to set it off. I can make some woman happy. You don't happen to know any nice girls-the right sort, I

mean? "Not many," said Sam, "You'd better go back to the country where you came from, and get her there. She'4 be eternally grateful, and her head wouldn't be full of mercenary nonsense."

"Excuse me!" exclaimed L. "It'd turn her head. She'd go clean crazy. She'd plunge in up to her neck-and not being used to these waters, she'd make a show of herself, and probably drown, dragging me down with her, if possible.

Sam laughed. "Keep out of marriage, Matt," he advised, not so obtuse to my real point as he wanted me to believe. "I know the kind of girl you've got in mind. She'd marry you for your money, and she'd never appreciate you. She'd see in you only the lack of the things she's been taught to lay stress on." "For instance?"

"I couldn't tell you any more than I could enable you to recognize a person you'd never seen by describing him

"Ain't I a gentleman?" I inquired. He laughed, as if the idea tickled "Of course," he said, "Of him. course.

"Ain't I got as proper a country place as there is a-going? Ain't my apartment in the Willoughby a peach? Don't I give as elegant dinners as you ever sat down to? Don't I dress right up to the Piccadilly latest? Don't 1 act all right-know enough to keep my feet off the table and my knife out of my mouth?" All true enough; and I so crude then that I hadn't a suspicion what a flat contradiction of my pretensions and beliefs about myself the very words and phrases were.

"You're right in it, Matt," said am. "But-well-you haven't traveled with our crowd, and they're shy of strangers, especially as-as energetic a sort of stranger as you are. You're too sudden, Matt-too dazzling-too-

"Too shiny and new?" said I, beginning to catch bis drift. "That'll be looked after."

VVI.

BLACKLOCK GOES INTO TRAIN-ING.

This brings me to the ugliest story my enemies have concocted against No one appreciates more thoroughly than I that, to rise high, a man must have his own efforts seconded by the flood of vituperation that his enemies send to overwhelm him and which washes him far higher than be could hope to lift himself. So I do not here refer to any attack on me in the public prints; I think of them only with amusement and gratitude. The story that rankles is the one these foes of mine set creeping, like a snake under the fallen leaves, everywhere, anywhere, unseen, without a trail. It has been whispered into every earand it is, no doubt, widely believedthat I deliberately put old Bromwell Ellersly "in a hole," and there tortured him until he consented to try to compel his daughter to marry me.

It is possible that, if I had thought of such a devillsh device, I might have tried it-is not all fair in love? But there was no need for my cudgeling my brains to carry that particular fortification on my way to what I had fixed my will upon. Bromwell Ellersly came to me of his own accord.

I suppose the Ellerslys must have talked me over in the family circle. However this may be, my acquaintance with her father began with Sam's asking me to lunch with him. "The governor has heard me talk of you so much," said he, "that he is anxious to meet you."

I offered to help him, and I did help him. Is there any one, knowing any thing of the facts of life, who will censure me when I admit that I-with deliberation-simply tided him over, did not make for him and present to him a fortune? What chance should I have had, if I had been so absurdly generous to a man who deserved nothing but nunishment for his selfish and bigoted mode of life? I took away his worst burdens; but I left him more than he could carry without my help. And it was not until he had appealed in vain to all his social friends to relieve him of the necessity of my aid, not until he realized that I was his only hope of escaping a sharp comedown from luxury to very modest comfort in a flat somewhere—not unti then did his wife send me an invitaas hinted that I wanted it.

(To be Continued.)

Material for Music Strings

quired to Meet Demand.

but mistaken, ideas that is entertained south the banjo string still holds its by the people of this country," said S. own, despite the fact that every year R. Huyett, American traveling repre- has marked slight, but gradual falling sentative of a foreign manufactory of off in the demand. The harp is be gut strings, "is that strings used on coming more popular, and there is a even admit that its scoundrels are sel- musical instruments are manufactured good demand for strings for this indom made up wholly of scoundrelism. from catgut. If that were true, the strument."-Kansas City Journal. Even Roebuck would rather do the cats in this world would have been exdecent thing, if he can do it without terminated many years ago in supplyendangering his personal interests. As ing the market with material for mu-

"The fact is that they are manufac

at times find difficulty. "The only string made from the in testines of the feline is that used for Duling had a Winchester and prompt

mand for strings in North America is Source of Supply-Great Amount Re- increasing every year, especially in the south and in Mexico. There are more guitar strings sold in Mexico "One of the most generally accepted, than any other kind, but through the

Woman Kills Big Grizzly Bear. Trinidad, Col.-On the Duling ranch in Stonewall, a large grizzly bear was shot and killed by Mrs. Duling, wife business. And even there, I believe tured from the intestines of sheep, and of the county commissioner, a few in obtaining enough raw material even days ago. Mrs. Duling was alone on from these animals the manufacturers the ranch and was riding about looking after stock when she saw the bear eating a heifer it had killed. Mrs. surgical purposes-for sewing up ly killed the grizzly. She is known as wounds. One would be amazed to know a remarkably nervy woman and durthat there are millions of musical in ing ther many years residence in the strument strings used in North Ameri- Stonewall has killed several bears, ca alone, and just think where the at one time saving her husband from tabbles would be if they had to supply what seemed sure death, when he was attacked by a female grizzly he had "Another amazing thing is that there are over 700 different grades of musical instrument strings. The de-ther bushand, wounded. Mrs, Duling killed the JEFFERSON AND HAMILTON.

The national Democracy has gath

Great Gulf There Is Between Their Two Policies.

year or two and the greatly increased vote for Democratic candidates for congress and the election cf Democratic governors at the last election is the proof of its increasing favor with the people. "Ten years ago they called our ideas insanity," said Mr. Bryan, speaking at Boston, "yet on no question that we ever discussed have we been more vindicated than on our idea that more money would make higher prices and better times. The Republican party has been in power for ten years, with undisputed rule, If it hasn't done anything that ought to have been done, it is its own fault, What is the result? We find the Republican party not so popular to-day. The party has gone on the toboggan slide, so that now it has just one man whom it regards as popular enough to be the candidate for president. Why is it that the president alone has escaped the paralysis that has fallen upon all the rest? There is only one explanation, and that is that his popularity is due to his following the Democratic doctrines." This may be true of some things that President Roosevelt has done, but he still falls far short of being a Democrat, or doing all he could have done for the people. He has allowed the influence of the protected interests over the Republican politicians to prevent him from recommending tariff reform. Thus he has protected the trusts in being able to continue to charge enormous profits and keep up the present high cost of living. He favored the ship-subsidy bill although one-fourth of his own party in congress voted with the Democrats to defeat it and those Republican members who voted against his recommendation were the most ardent supporters of some of his other policies. He favors and has done more to centralize power in the federal government than any of his

his efforts in that direction can be used as a precedent for further execu tive encroachment. It is well for Democrats to remember the great gulf between the politi cal creeds of Hamilton and Jefferson. The Hamilton policy was, and is to day, that the great mass of the people are unfit for self-government and require a strong central government to manage them. That is why bosses

predecessors, which is not only un-

democratic but unconstitutional, and

develop like weeds in the Republican The Republicans seem to like to be so bossed, but it would be impossible to find a true Democrat that would peacefully submit to it. The gulf, between Democracy and therefore, this modern Republicanism is as great and impossible as that between Fa ther Abraham and Dives.

State Rights or Centralization. The Hamiltonian theory that all good government can but proceed from centralized power at Washington has been thoroughly imbibed by President Roosevelt. In his last message to congress he said: "It cannot be too often repeated that experience has conclusively shown the impossibility of securing by the action of nearly half a hundred different state legislatures anything but ineffective chaos in the way of dealing with the great corporations which do not operate exclusively within the limits of any one state." Yet the fact that 14 states have brought the railroads to time by fixing either two-cent or 21/2 cent passenger rates, entirely demolishes the president's Hamiltonian the ory that he is the only reformer that 'does things" aided by an unwilling

Republican majority of congress. No one can show one cent saved from corporation plundering through any action of the president or congress; but there is the fact that the legislature of Ohio reduced passenger rates one-third, to two cents a mile and that rate appears to give satisfaction to the people and the railroads submit to it, so it must be reasonable. Other states have made similar reductions and either by direct law, or through their railroad commissions, have reduced freight rates also. If that is "Ineffective chaos in the way of dealing with the great corporations," the people no doubt wish the president and congress would do something in the same chaotic way. The further fact that the railroad presidents are united in urging that the president recommend congress to take control of the interstate railroad traffic and thus prevent the reforms the states are enacting, is another evidence of the advantage of the reserved rights of the states and their much more effective and quicker way of obtaining relief from corporation injustice than the corporation-controlled national government.

The Democratic doctrine of home rule has thus again proven its greater power to relieve the people from injustice than the combined and centralized power of a Republican president and a Republican congress. After all it is not words but deeds that count.

High Tariff and Monopoly. In Germany they do not have trusts

such as we have, but they organize combines, syndicates and cartels, which are as near monopolles as the law will allow. Thus, for instance, in place of a German steel trust they have a steel syndicate, which is now composed of 36 firms and individuals who are steel manufacturers, whose total output is 11,079,084 tons. To each firm is allotted the maximum onnage it may produce and this tonnage is divided into two classes, Class A being semi-finished products, such as rails and shapes, and Class B being finished products. The average increase of allotments from January 1. 1896, to January 1, 1907, has been 23 per cent, and prices have advanced in about the same percentage as in this country, though values are lower.

Germany like ourselves is cursed with a high protective tariff and the syndicates there flourish like our own trusts, and trust-like sell cheaper abroad than they do at home, as the tariff protects the syndicates in de-ing so like our tariff protects ou

EFFECTIVE METHODS THAT WILL BRING RESULTS.

ered momentous impetus in the last SHOULD TELL THE PRICES

> Generalities Are Meaningless to the Public-Why the Mail-Order Man Wins-Try the Plan.

If you, Mr. Merchant, would compete with the mail-order houses there are three main essentials to success—the goods-the prices-advertising The last of these is quite as essen-

tial as either of the others. In the great majority of cases the makes the prices, but in very many cases he either fails to do the advertising, or what he does do is not effecorder man's advertising is effective.

The writing of effective advertising is not an art, it is not a business that that you will need.

It is comparatively safe to say that 75 per cent. of the advertising carried every few weeks. by local merchants in the local papers is worded in generalities only. Such advertisements as the following are found in every paper:

GO TO BLANK'S FOR

Hardware, Stoves and Tinware BEST GOODS LOWEST PRICES

The mail-order man's advertising is different. It is specific, and while the glowing descriptions given are often misleading-a thing which Blank's advertising should never be-they attract the attention of the reader and about some one thing that he may possibly want

The mail-order man makes a run

HOW TO ADVERTISE tall the goods he has to settl and quotes the price be asks for it will attract the favorable attention of the public far more often than the one who deals only in generalities. It is this kind of advertising that paya. is this kind of advertising that is attracting the dollars from the smaller cities and towns and farms to the mailorder houses of the city. It is this kind of advertising that drew \$200,-000,000 into the coffers of the Chicago mail-order houses alone last year, and it is this kind of advertising on the part of the local merchants that the nail-order houses fear more than any

other one thing. But, Mr. Merchant, whether your line be hardware, dry goods, groceries, clothing or other commodities, it is well to go further than your newspaper advertising, though this is the local merchant has the goods, and he foundation of success. Go to the local printer and have him make you little catalogues of your own. They do not need to be large affairs, but small tive in the same way that the mail- folders of four, eight or 16 pages. Put into these folders the descriptions and prices of the goods you are carrying. or leaders in the line. Be sure that requires years of study to learn. A the prices quoted are right, then put few hours of study and comparison one of these into the hands of every will give you every essential detail customer; keep them circulating throughout the community, and make a practice of getting out a new one

You, Mr. Merchant, can make advertising pay larger returns than the mail-order man secures; you can make it the mainstay of your business, and you can make it the means of killing the mail-order competition in your community. And when you do this do not begrudge the publisher the reasonable price he asks you for adequate space in his columns. He will give you better value than any other commodity you can buy

WRIGHT A. PATTERSON. NO THORNS IN HER PATH.

Josephine Daskam Writes in Tribute of the Golden Rule.

"I believe myself to be notably forpossible purchaser because they tell tunate in my relations with my domestic employes. During a period of eight years, in which I have employed household labor in four widely differon a few things which he is willing to ent places, I have never once been ad-



By the aid of the editor the home merchant can ride the mail-order magnate out of the home community on the rail of publicity. The moral is advertise; advertise systematically and persistently. Tell the public what you have to offer, and tell it so they will understand.

sell at a close margin of profit in or- | dressed with intentional disrespect by der to attract trade in his general line any person in my employ," says Joseon which heavy profits are made, phine Daskam Bacon in the American Blank should advertise hardware in Magazine. much the same manner the mail-order man advertises hardware, and he has out my regular staff of employes, this advantage-he can invite the peo- which has varied from one to five ple of the community to visit his store (that is to say, that I have never and see the goods for themselves so been left suddenly or without suffi-

ing. If, instead of expressing meaning- worker leave me except for what I less generalities in a two-inch space, considered a good reason (in the ma-Blank had used a little more space jority of cases an advantageous marand properly displayed an advertise- riage). ment something like the following he would have been sure to have at- one except by my own dismissal. I tracted attention to his store, and in have never to my knowledge, or even all probability would have been sur- suspicion, suffered the loss of a penvertising:

WASHDAY BARGAIN SALE

BLANK'S EVERYTHING NEEDED FOR WASHDAY AT BARGAIN PRICES During Thursday, Friday and Saturday of this week

\$3.79 for a 5 year guaranteed best quality ers. Solid rubber rolls, steel spring and patent guide board.

\$1.48 for a good American clothes wringer, to inch rolls, hardwood frame. 74¢ for genuine "No Sag" Curtain Stretchers. 98c for extra heavy copper rim and bottom wash bailers.

I4C for 5 dozen of the first quality Clothes 18c for so foot white Cotton Braided Clothes

Soc for hardwood folding Clothes Bar of ex-22C for full sized very best a tality Wash

75C for medium sized galvanized iron Wash 24C for 12-qt. heavy galvanized from water or scrub pail.

45C for best quality fiber Water Pail of ex-79¢ for an excellent quality of ironing boards that will not warp.

54C for an extra large heavy willow Clothes The prices given here are of course mere fiction, but the prices Blank should quote in his advertisement giving bargains; they should be prices that would compare favorably with the prices of the mail-order catalogues. and he should impress it upon the public that he not only shows them what they are buying before they pay for it, but that the purchaser has no friend for some information about her-

the mail order houses.

"I have never been left a day with

they will know just what they are buy- cient notice to supply the vacancy). "I have never had a satisfactory

"I have never lost an unsatisfactor

prised at the drawing power of his ad- ny's worth by theft, and my record for breakage is such that it produces utter incredulity. "In three cases out of four I have had services willingly and frequently offered me along lines where it was not expected or requested. I have had extra money offered by me to offset extra work occasioned by sickness

refused on the ground that at such times all the household expected to share the trouble. "And as a climax I am able to state that once, at least, on my offering a raise in wages to express my appreciation of competent and devoted service I was met with the astounding suggestion that as my expenses were

ciease I had better not consider it. Worshiped as Deities.

heavy at the time and likely to in-

Snakes, the objects of terror to most Europeans in eastern lands, are worshiped in most parts of India. In some districts there are from 15,000 to 20,000 shrines dedicated exclusively to the worship of snakes. These shrines, which are invariably in honor of one of the minor divinities of the country, possess, in some instances valuable properties for their mainten ance and for the cost of the numerous ceremonies which their keepers have to perform. In these shrines the Hindua set up fantastic idols of serpents The Jevotees of this strange religion should show the public that he is and milk and cooked rice to the sermake periodical offerings of dough pents living in the shrine, in order to receive their favor.

> Only One Novelty Left. Mrs. Flora Annie Steel, the author. was asked recently by an American

freight to pay, and does not have to self. Mrs. Steele replied: "I have wait an interminable time for the been married, I have borne children, I goods he buys, as when ordering of have two grandsons, I have, therefore, I'ved through the life alloted to It is specific advertising that draws, woman, and the only novelty before